The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 3, April 1988

SOUTHERN REGION (SCPA)

Alabama A&M University
Auburn University
Augusta College
Clemson University
Duke University
Duke University-Grad. Sch. of Business Admin.
University of Florida
Georgia Institute of Technology
University of Georgia
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State
University of Mississippi
North Carolina A&T State University
University of North Carolina-Chapel Hill
University of North Carolina-Greensboro
Rollins College
University of South Florida
University of Tennessee-Knoxville
Tulane University
Vanderbilt University
Vanderbilt University-Owen Grad. Sch. of Mgmt.
Virginia Tech & State University
University of Virginia
University of Virginia-Colgate Darden
Graduate School of Business
Wake Forest University
Wake Forest University-Babcock Grad. Sch. of Mgmt.
College of William & Mary

The 186 placement offices at the 153 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southern Region.

The data are based on salary offers made to students graduating between September 1, 1987 and August 31, 1988. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (March 7 through April 4) and cumulatively (September 1 through April 4). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/7/88 THROUGH 4/4/88							CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	46	450	$2062	$1975	$2333	$2020	$1875	330	3308	$1984	$1975	$2292	$2000	$1700
BANKING & FINANCE	3	108	1833	1888	*	*	*	36	553	1667	1830	2000	1750	1483
BUSINESS ADMINISTRATION & MANAGEMENT	9	105	1739	1801	*	*	*	62	662	1720	1723	2083	1669	1412
HUMAN RESOURCES (incl Labor Relations)	5	13	1651	1496	*	*	*	16	51	1632	1574	*	*	*
INSTITUTIONAL MANAGEMENT	+	4	+	1460				20	60	1702	1582	2208	1796	1400
MANAGEMENT INFO SYSTEMS	+	65	+	2154				20	243	2208	2094	2541	2166	2000
MARKETING & DISTRIBUTION	2	122	1459	1747	*	*	*	58	738	1703	1743	2083	1689	1250
HUMANITIES														
ECONOMICS	1	42	2000	2118	*	*	*	29	175	1752	1889	2208	1737	1500
LETTERS (incl English, Literature)	5	9	2336	2039	*	*	*	10	41	1974	1742	*	*	*
HUMANITIES - All Other	+	9	+	1721				3	85	1375	1516	*	*	*
CRIMINAL JUSTICE	+	+	+	+				+	28	+	1620			
HISTORY	1	6	1708	1656	*	*	*	3	16	1764	1725	*	*	*
PSYCHOLOGY	2	8	1697	1841	*	*	*	9	74	1589	1539	*	*	*
SOCIAL SCIENCES-All Other	4	18	1300	1523	*	*	*	24	121	1605	1627	2083	1583	1248
COMMUNICATIONS														
ADVERTISING	1	2	1500	1209	*	*	*	19	36	1452	1476	*	*	*
COMMUNICATIONS	1	28	1500	1583	*	*	*	10	130	1842	1586	*	*	*
JOURNALISM	2	13	1085	1405	*	*	*	7	65	1316	1460	*	*	*
TECHNICAL WRITING	+	1	+	2025				+	7	+	2129			
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	42	2029	2376	*	*	*	5	189	2329	2334	*	*	*
AGRICULTURAL	+	5	+	1756				4	17	2340	2107	*	*	*
BIOENGINEERING & BIOMEDIC	+	3	+	2433				+	5	+	2445			
CHEMICAL	5	124	2753	2604	*	*	*	33	532	2608	2573	2780	2610	2500
CIVIL	3	66	2181	2095	*	*	*	27	385	1992	2082	2530	2000	1625
ELECTRICAL(incl Comp Eng)	17	395	2357	2476	*	*	*	143	1942	2395	2450	2617	2475	2000
GEOLOGICAL	+	2	+	2300				+	10	+	2062			
INDUSTRIAL	3	68	2450	2435	*	*	*	33	400	2380	2368	2575	2450	067
MECHANICAL	4	283	2446	2451	*	*	*	78	1227	2349	2450	2625	2418	1988

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/7/88 THROUGH 4/4/88							CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
METALLURGICAL	+	15	+	$2511				+	78	+	$2437			
MINING & MINERAL	+	+	+	+				+	+	+	+			
NUCLEAR	+	2	+	2792				3	11	$2143	2402	*	*	*
PETROLEUM	+	8	+	3071				+	49	+	2861			
ENGINEERING TECHNOLOGY	1	16	$1500	2241	*	*	*	8	89	2063	2240	*	*	*
SCIENCE														
AGRICULTURAL	+	5	+	1384				12	78	1578	1687	*	*	*
ARCHITECTURAL & ENVIRONMENT DESIGN	+	+	+	+				+	1	+	1300			
BIOLOGICAL	1	5	1250	1619	*	*	*	3	23	1349	1729	*	*	*
CHEMISTRY	1	4	2429	2237	*	*	*	2	32	1965	2081	*	*	*
COMPUTER SCIENCE	2	128	2113	2322	*	*	*	58	715	2189	2240	$2700	$2250	$1581
MATHEMATICS	+	21	+	2298				6	108	2131	2217	*	*	*
ALLIED HEALTH PROFESSIONS	+	4	+	1979				1	55	1875	2049	*	*	*
NURSING	7	15	2049	1957	*	*	*	7	81	2049	1965	*	*	*
PHARMACY	+	+	+	+				+	12	+	2615			
PHYSICS	+	+	+	+				+	9	+	2287			
OTHER PHYSICAL & EARTH SCIENCES	+	2	+	1933				4	12	2039	1853	*	*	*
RENEWABLE NATURAL RSRCS	+	2	+	1464				+	6	+	1459			
TOTALS	127	2218						1083	12459					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE MONTHLY SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/7/88 THROUGH 4/4/88							CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ADMIN. & MGMT.														
ACCOUNTANTS & AUDITORS	45	461	$2069	$1970	$2333	$2040	$1916	325	3356	$1978	$1972	$2292	$2000	$1675
BANKING OCCUPATIONS	3	27	1727	1825	*	*	*	46	179	1695	1708	2000	1750	1500
BUSINESS ADMINISTRATION	2	27	1375	1734	*	*	*	14	255	1644	1642	*	*	*
CONSULTANTS	+	110	+	2286				11	347	2163	2246	*	*	*
FINANCIAL ANALYSTS	5	74	2408	2141	*	*	*	16	248	2064	2000	*	*	*
HUMAN RESOURCES	+	19	+	1646				8	101	1506	1595	*	*	*
MANAGEMENT TRAINEE	6	137	1858	1758	*	*	*	82	855	1713	1670	2233	1669	1416
COMPUTER & MATHEMATICAL														
COMPUTER PROGRAMMERS	2	97	1834	2241	*	*	*	32	477	2028	2178	2574	1998	1500
COMPUTER SCIENTISTS	3	58	2038	2285	*	*	*	41	401	2274	2260	2708	2266	2000
MATH/STATISTICIANS	+	5	+	2392				2	51	2750	2252	*	*	*
MARKETING & SALES														
ADVERTISING/MARKETING	8	56	2078	1773	*	*	*	67	321	1773	1809	2475	1666	1250
RETAIL/WHOLESALE SALES	5	74	1541	1768	*	*	*	31	393	1599	1760	1958	1666	1000
TECHNICAL SALES	3	34	1789	1887	*	*	*	17	144	2051	1969	*	*	*
ALL OTHER OCCUPATIONS														
AGRICULTURE & NATURAL RESOURCE OCCPTNS.	+	7	+	1464				7	65	1459	1656	*	*	*
COMMUNICATIONS OCCUPATION	5	8	1274	1469	*	*	*	7	71	1303	1602	*	*	*
ENGINEERS (Eng. Deg. Req)	25	944	2426	2458	2780	2550	2029	302	4593	2363	2426	2625	2450	1988
HEALTH RELATED OCCUPATION	+	6	+	2022				+	99	+	2030			
INSURANCE OCCUPATIONS	6	26	1759	1732	*	*	*	47	162	1757	1751	2000	1791	1483
LAW ENFORCEMENT OCCPTNS	+	+	+	+				+	18	+	1778			
NURSES	7	15	2049	1957	*	*	*	7	74	2049	1977	*	*	*
PRODUCTION OCCUPATIONS	1	11	2429	2098	*	*	*	7	88	2170	2035	*	*	*
REAL ESTATE OCCUPATIONS	+	3	+	1214				1	15	1250	1746	*	*	*
RESEARCHERS-NONSCIENTIFIC	+	6	+	2304				+	12	+	1972			
RESEARCHERS-SCIENTIFIC	+	9	+	2119				6	46	2342	2202	*	*	*
SOC. WORKERS & RECREATION	1	2	1560	1280	*	*	*	3	51	1385	1414	*	*	*
TRANSPORTATION & DISTRIBUTION OCCPTNS	+	2	+	2208				4	37	1773	1845	*	*	*
TOTALS	127	2218						1083	12459					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MASTER'S DEGREE CANDIDATES

AVERAGE MONTHLY SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/7/88 THROUGH 4/4/88							CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	38	+	$2244				22	232	$2177	$2273	$2375	$2250	$1875
MBA--NON-TECH	18	92	$2800	2796	*	*	*	45	294	2608	2620	3042	2583	2166
MBA--TECH	11	38	2813	3159	*	*	*	22	99	2732	3118	3125	2714	2475
MS-BUSINESS	2	9	3304	2510	*	*	*	4	40	2977	2448	*	*	*
ADMINISTRATION	+	+	+	+				+	6	+	2341			
BANKING & FINANCE	+	5	+	2589				2	18	1667	2663	*	*	*
INDUSTRIAL MGMT (incl Ind. Administration)	+	2	+	2937				1	4	2333	2747	*	*	*
LABOR/INDUSTRIAL RELATION	+	1	+	2275				+	8	+	2406			
MANAGEMENT INFO SYSTEMS	+	5	+	2766				+	18	+	2417			
HUMANITIES														
HUMANITIES	+	+	+	+				+	17	+	1552			
SOCIAL SCIENCES	+	3	+	1367				+	68	+	1918			
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	6	2700	2649	*	*	*	3	30	2640	2839	*	*	*
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			
CHEMICAL	+	4	+	2816				1	33	2900	2777	*	*	*
CIVIL	+	16	+	2553				+	55	+	2449			
ELECTRICAL(incl Comp Eng)	7	103	3450	3095	*	*	*	30	316	2913	2986	3375	2921	2422
GEOLOGICAL	+	1	+	1400				+	11	+	2273			
INDUSTRIAL	2	10	3234	2792	*	*	*	3	50	2995	2725	*	*	*
MECHANICAL	3	37	2650	2932	*	*	*	11	130	2784	2861	*	*	*
METALLURGICAL	1	8	2700	2898	*	*	*	2	21	2700	2830	*	*	*
NUCLEAR	+	2	+	2917				+	5	+	2655			
SCIENCE														
BIOLOGICAL	+	+	+	+				+	6	+	1709			
CHEMISTRY	+	4	+	2878				1	20	2350	2771	*	*	*
COMPUTER SCIENCE	1	18	3250	2989	*	*	*	8	94	2851	2860	*	*	*
GEOLOGY & RELATED GEOLOGICAL SCIENCES	+	+	+	+				2	12	2758	2758	*	*	*
MATHEMATICS	1	5	3000	2813	*	*	*	1	16	3000	2373	*	*	*
PHYSICS	+	+	+	+				1	2	2311	2724	*	*	*
TOTALS	47	407						159	1605					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE MONTHLY SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/7/88 THROUGH 4/4/88							CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	22	68	$3119	$3448	$3750	$2959	$2750	32	155	$2912	$3201	$3750	$2833	$2458
MBA--TECH	4	31	3635	4036	*	*	*	4	56	3635	3738	*	*	*
OVER 2 TO 4 YEARS														
MBA--NON-TECH	17	80	3468	3646	*	*	*	23	159	3280	3553	4000	3042	2567
MBA--TECH	2	68	3917	3976	*	*	*	7	106	3219	3906	*	*	*
OVER 4 YEARS														
MBA--NON-TECH	10	40	3509	3425	*	*	*	14	112	3412	3479	*	*	*
MBA--TECH	2	26	3125	3925	*	*	*	3	72	3250	4057	*	*	*
TOTALS	57	313						83	660					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/7/88 THROUGH 4/4/88							CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE	+	8	+	$3958				+	11	+	$4023			
CHEMICAL	+	19	+	3800				1	59	$3500	3727	*	*	*
CIVIL	+	1	+	4250				+	7	+	3454			
ELEC ENG (INCL COMP ENG)	+	5	+	3360				+	45	+	3929			
MECHANICAL	+	6	+	3900				+	31	+	3756			
METALLURGICAL	+	5	+	3988				+	24	+	3763			
SCIENCE														
BIOLOGICAL	+	+	+	+				+	3	+	1944			
CHEMISTRY	+	34	+	3491				2	65	3500	3300	*	*	*
COMPUTER SCIENCE	+	+	+	+				+	8	+	4094			
MATHEMATICS	+	1	+	3185				+	4	+	3286			
PHYSICS	+	8	+	3854				+	17	+	3408			
POLYMER	+	2	+	2834				+	12	+	3178			
TOTALS	+	89						3	286					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	PUBLIC ACCOUNTING	ADVERTISING	BANKING	COMPUTER/DATA PROCESSING	CONSULTING SERVICES	FINANCE	HOTELS/MOTELS (HOSPITALITY)	INSURANCE	MERCHANDISING
ACCOUNTING	2015 290 2750 1790		1825 5			1959 2	1500 1	1666 1	1893 7
BANKING & FINANCE			1705 17	1583 1		1076 1		1683 4	1500 7
BUSINESS ADMINISTRATION & MANAGEMENT			1743 7	1667 2		1456 2		1589 10	1543 13
HUMAN RESOURCES (incl Labor Relations)			1750 1					1682 11	1600 2
INSTITUTIONAL MANAGEMENT								1847 12	1272 5
MANAGEMENT INFO SYSTEMS	2354 2			2122 3					
MARKETING & DISTRIBUTION	1950 1		1667 3	1500 2	1625 1	1250 1	1625 2	1887 4	1501 16
ECONOMICS			1675 11	1505 3	2417 1	2000 1		1842 3	1861 3
LETTERS (incl English, Literature)			1800 2	1541 1		2764 3			1666 1
HUMANITIES - All Other									1563 2
CRIMINAL JUSTICE									
HISTORY			1833 1						1750 1

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	PUBLIC ACCOUNTING	ADVERTISING	BANKING	COMPUTER/DATA PROCESSING	CONSULTING SERVICES	FINANCE	HOTELS/MOTELS (HOSPITALITY)	INSURANCE	MERCHANDISING
PSYCHOLOGY									1614 3
SOCIAL SCIENCES-All Other		1500 1	1635 4					1600 2	1595 7
ADVERTISING		1300 6						2000 1	1597 3
COMMUNICATIONS		1604 2	1750 1					1808 1	1750 1
JOURNALISM							1000 1		1750 1
TECHNICAL WRITING									
AEROSPACE & AERONAUTICAL									
AGRICULTURAL									
BIOENGINEERING & BIOMEDIC									
CHEMICAL					2392 1				
CIVIL					2108 2				
ELECTRICAL(incl Comp Eng)				2580 5	2500 2	2500 2			1384 1

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	PUBLIC ACCOUNTING	ADVERTISING	BANKING	COMPUTER/DATA PROCESSING	CONSULTING SERVICES	FINANCE	HOTELS/MOTELS (HOSPITALITY)	INSURANCE	MERCHANDISING
GEOLOGICAL									
INDUSTRIAL	2208 1		2000 1	2575 1	2750 1				
MECHANICAL	2417 1			2550 1	2250 1				
METALLURGICAL									
MINING & MINERAL									
NUCLEAR									
PETROLEUM									
ENGINEERING TECHNOLOGY				1500 1					
AGRICULTURAL			1499 2						1833 1
ARCHITECTURAL & ENVIRONMENT DESIGN									
BIOLOGICAL									
CHEMISTRY									

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	PUBLIC ACCOUNTING	ADVERTISING	BANKING	COMPUTER/DATA PROCESSING	CONSULTING SERVICES	FINANCE	HOTELS/MOTELS (HOSPITALITY)	INSURANCE	MERCHANDISING
COMPUTER SCIENCE	1896 2	1500 1	2417 1	2208 8	2063 2	2500 1		2445 3	1958 2
MATHEMATICS						2500 1		2142 2	
ALLIED HEALTH PROFESSIONS									
NURSING									
PHARMACY									
PHYSICS									
OTHER PHYSICAL & EARTH SCIENCES									
RENEWABLE NATURAL RSRCS									

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	PUBLISHING	RESEARCH & DEVELOPMENT	RESTAURANTS	TRANSPORTATION SERVICES	UTILITIES	OTHER BUSINESS SVCS	AEROSPACE	AGRI, FORESTRY & FISHING	AUTO & MECH'L EQUIPMENT
ACCOUNTING					1810 1	1569 6		2041 1	
BANKING & FINANCE						1661 3		2080 1	
BUSINESS ADMINISTRATION & MANAGEMENT	1400 1		1667 1		1810 1	1640 5	2366 1		2039 2
HUMAN RESOURCES (incl Labor Relations)				1250 1					
INSTITUTIONAL MANAGEMENT						2058 2			
MANAGEMENT INFO SYSTEMS					2016 1	2347 3			
MARKETING & DISTRIBUTION		1250 1	1833 1	2667 1	2750 1	1681 7			1885 1
ECONOMICS			2000 1			1556 4			
LETTERS (incl English, Literature)				-		1041 1			
HUMANITIES - All Other									
CRIMINAL JUSTICE									
HISTORY						1708 1			

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	PUBLISHING	RESEARCH & DEVELOPMENT	RESTAURANTS	TRANSPORTATION SERVICES	UTILITIES	OTHER BUSINESS SVCS	AEROSPACE	AGRI, FORESTRY & FISHING	AUTO & MECH'L EQUIPMENT
PSYCHOLOGY						1500 1			
SOCIAL SCIENCES-All Other				2000 1		950 1			
ADVERTISING	1542 1		1208 1	1400 1		1476 6			
COMMUNICATIONS	1896 2		2000 1			2054 2			
JOURNALISM						1214 4			
TECHNICAL WRITING									
AEROSPACE & AERONAUTICAL							2405 4		
AGRICULTURAL									
BIOENGINEERING & BIOMEDIC									
CHEMICAL	2675 1							2917 1	
CIVIL					2475 1				
ELECTRICAL(incl Comp Eng)		2000 1			2467 37 1800 2350	2569 4	2506 8		2317 4

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	PUBLISHING	RESEARCH & DEVELOPMENT	RESTAURANTS	TRANSPORTATION SERVICES	UTILITIES	OTHER BUSINESS SVCS	AEROSPACE	AGRI, FORESTRY & FISHING	AUTO & MECH'L EQUIPMENT
GEOLOGICAL									
INDUSTRIAL					2377 13	2767 2	2281 2		2384 1
MECHANICAL		2792 1			2482 10		2412 11		2350 12
METALLURGICAL									
MINING & MINERAL									
NUCLEAR					2451 1				
PETROLEUM									
ENGINEERING TECHNOLOGY							2433 3		2084 1
AGRICULTURAL						1600 1		1416 5	
ARCHITECTURAL & ENVIRONMENT DESIGN									
BIOLOGICAL									
CHEMISTRY									

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	PUBLISHING	RESEARCH & DEVELOPMENT	RESTAURANTS	TRANSPORTATION SERVICES	UTILITIES	OTHER BUSINESS SVCS	AEROSPACE	AGRI, FORESTRY & FISHING	AUTO & MECH'L EQUIPMENT
COMPUTER SCIENCE		2758 1			2242 3	2275 3			
MATHEMATICS				1900 1					
ALLIED HEALTH PROFESSIONS									
NURSING									
PHARMACY									
PHYSICS									
OTHER PHYSICAL & EARTH SCIENCES									
RENEWABLE NATURAL RSRCS									

April 1988 SCPA CUMULATIVE REPORT

Sample Block: Average: 2025 706 # of Offers

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

90th: 2208
10th: 1833

CURRICULUM	BLDG MAT'L MFR	CHEMICALS, DRUGS & ALLIE	COMPUTERS & BUS. MACHINES	ELECTRICAL & ELECTRON. MAC	FOOD & BEVRG. PROCESSING	GLASS, PAPER, PKG & ALLIED	METALS & METAL	PETROLEUM & ALLIED PRDCTS	SCIENT INSTRU & MEDICAL
ACCOUNTING			1925 2				1916 1	1895 2	
BANKING & FINANCE						2100 1			
BUSINESS ADMINISTRATION & MANAGEMENT				1667 1	1956 5	1583 1	2000 1	1945 2	1867 2
HUMAN RESOURCES (incl Labor Relations)									
INSTITUTIONAL MANAGEMENT									
MANAGEMENT INFO SYSTEMS			1958 1	2167 1	1860 1			2251 7	
MARKETING & DISTRIBUTION	2000 1	2018 3			1500 2	1646 2		1972 3	1867 1
ECONOMICS								1916 1	2208 1
LETTERS (incl English, Literature)			1167 1						
HUMANITIES - All Other			1000 1						
CRIMINAL JUSTICE									
HISTORY									

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	BLDG MAT'L MFR	CHEMICALS, DRUGS & ALLIE	COMPUTERS & BUS. MACHINES	ELECTRICAL & ELECTRON. MAC	FOOD & BEVRG. PROCESSING	GLASS, PAPER, PKG & ALLIED	METALS & METAL	PETROLEUM & ALLIED PRDCTS	SCIENT INSTRU & MEDICAL
PSYCHOLOGY							1833 1		
SOCIAL SCIENCES-All Other									
ADVERTISING									
COMMUNICATIONS									
JOURNALISM									
TECHNICAL WRITING									
AEROSPACE & AERONAUTICAL									
AGRICULTURAL	2000 1							2300 1	
BIOENGINEERING & BIOMEDIC									
CHEMICAL	2292 2	2634 11				2585 8		2666 7	2550 1
CIVIL	1933 5	2542 1						2474 4	
ELECTRICAL(incl Comp Eng)	2244 3	2617 1	2500 11	2478 27 1750 2350	2583 1	2592 1	2578 4	2602 5	

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	BLDG MAT'L MFR	CHEMICALS, DRUGS & ALLIE	COMPUTERS & BUS. MACHINES	ELECTRICAL & ELECTRON. MAC	FOOD & BEVRG. PROCESSING	GLASS, PAPER, PKG & ALLIED	METALS & METAL	PETROLEUM & ALLIED PRDCTS	SCIENT INSTRU & MEDICAL
GEOLOGICAL									
INDUSTRIAL		2500 2		2353 3		2250 1			
MECHANICAL	2434 6	2659 6		2449 6		2500 1	2542 1	2338 2	2424 1
METALLURGICAL									
MINING & MINERAL									
NUCLEAR									
PETROLEUM									
ENGINEERING TECHNOLOGY			1975 2			1667 1			
AGRICULTURAL					1887 2	1650 1			
ARCHITECTURAL & ENVIRONMENT DESIGN									
BIOLOGICAL					1550 1		1250 1		
CHEMISTRY		1500 1							

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	BLDG MAT'L MFR	CHEMICALS, DRUGS & ALLIE	COMPUTERS & BUS. MACHINES	ELECTRICAL & ELECTRON. MAC	FOOD & BEVRG. PROCESSING	GLASS, PAPER, PKG & ALLIED	METALS & METAL	PETROLEUM & ALLIED PRDCTS	SCIENT INSTRU & MEDICAL
COMPUTER SCIENCE			2499 18			1958 1			
MATHEMATICS		1900 1		2200 1					
ALLIED HEALTH PROFESSIONS		1875 1							
NURSING									
PHARMACY									
PHYSICS									
OTHER PHYSICAL & EARTH SCIENCES								2307 3	
RENEWABLE NATURAL RSRCS									

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	TEXTILES	TIRE & RUBBER	EDUCATION	HEALTH SERVICES	NON-PROFIT ORGANIZATIONS	FEDERAL GOV'T	LOCAL/STATE GOVERNMENT
ACCOUNTING	1958 1	-		1917 1	2000 1	1338 3	1645 5
BANKING & FINANCE	1970 1						
BUSINESS ADMINISTRATION & MANAGEMENT	2117 4			1603 1			
HUMAN RESOURCES (incl Labor Relations)						1416 1	
INSTITUTIONAL MANAGEMENT							1400 1
MANAGEMENT INFO SYSTEMS	2291 1						
MARKETING & DISTRIBUTION	1826 2			1603 2			
ECONOMICS							
LETTERS (incl English, Literature)	2429 1						
HUMANITIES - All Other							
CRIMINAL JUSTICE							
HISTORY							

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	TEXTILES	TIRE & RUBBER	EDUCATION	HEALTH SERVICES	NON-PROFIT ORGANIZATIONS	FEDERAL GOV'T	LOCAL/STATE GOVERNMENT
PSYCHOLOGY					1500 1	1542 3	
SOCIAL SCIENCES-All Other	1917 1			2200 1	1639 3	1530 1	1297 2
ADVERTISING							
COMMUNICATIONS							
JOURNALISM				1603 1			
TECHNICAL WRITING							
AEROSPACE & AERONAUTICAL						2029 1	
AGRICULTURAL	2750 1					2311 1	
BIOENGINEERING & BIOMEDIC							
CHEMICAL	2625 1						
CIVIL						1830 5	1759 9
ELECTRICAL(incl Comp Eng)	2625 1					2037 22 2500 1917	1898 3

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	TEXTILES	TIRE & RUBBER	EDUCATION	HEALTH SERVICES	NON-PROFIT ORGANIZATIONS	FEDERAL GOV'T	LOCAL/STATE GOVERNMENT
GEOLOGICAL							
INDUSTRIAL	2442 3					1992 2	
MECHANICAL	2496 4					1877 14	
METALLURGICAL							
MINING & MINERAL							
NUCLEAR						1989 2	
PETROLEUM							
ENGINEERING TECHNOLOGY							
AGRICULTURAL							
ARCHITECTURAL & ENVIRONMENT DESIGN							
BIOLOGICAL						1246 1	
CHEMISTRY	2429 1						

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	TEXTILES	TIRE & RUBBER	EDUCATION	HEALTH SERVICES	NON-PROFIT ORGANIZATIONS	FEDERAL GOV'T	LOCAL/STATE GOVERNMENT
COMPUTER SCIENCE	1785 4					1717 5	1580 3
MATHEMATICS							
ALLIED HEALTH PROFESSIONS							
NURSING				2049 7			
PHARMACY							
PHYSICS							
OTHER PHYSICAL & EARTH SCIENCES						1233 1	
RENEWABLE NATURAL RSRCS							

April 1988 SCPA CUMULATIVE REPORT

AVERAGE MONTHLY SALARY OFFERS
BY TECH - NON-TECH & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

CURRICULUM	PUBLIC ACCOUNTING	ADVERTISING	BANKING	COMPUTER/DATA PROCESSING	CONSULTING SERVICES	FINANCE	HOTELS/MOTELS (HOSPITALITY)	INSURANCE	MERCHANDISING
BACHELOR NON-TECH	2017 293 2792 1791	1500 1	1715 51 1833 1500	1695 12	2021 2	1945 10	1583 3	1728 47 2000 1450	1575 67 1875 1083
BACHELOR TECHNICAL	2104 4	1390 9	1833 5	2324 16	2304 9	2500 4	1000 1	2204 7	1714 9

April 1988 SCPA CUMULATIVE REPORT

Sample Block: Average: 2025 706 # of offers
90th: 2208
10th: 1833

AVERAGE MONTHLY SALARY OFFERS
BY TECH - NON-TECH & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

CURRICULUM	PUBLISHING		RESEARCH & DEVELOPMENT		RESTAURANTS		TRANSPORTATION SERVICES		UTILITIES		OTHER BUSINESS SVCS		AEROSPACE		AGRI, FORESTRY & FISHING		AUTO & MECH'L EQUIPMENT	
BACHELOR NON-TECH	1400	1	1250	1	1833	3	1972	3	2097	4	1675 1583 1250	34	2366	1	2061	2	1988	3
BACHELOR TECHNICAL	2002	4	2517	3	1604	2	1650	2	2441 1875 2300	65	1912 1988 1120	22	2431 2700 2375	28	1667	6	2330	18

April 1988 SCPA CUMULATIVE REPORT

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

AVERAGE MONTHLY SALARY OFFERS
BY TECH - NON-TECH & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

CURRICULUM	BLDG MAT'L MFR	CHEMICALS, DRUGS & ALLIE	COMPUTERS & BUS. MACHINES	ELECTRICAL & ELECTRON. MAC	FOOD & BEVRG. PROCESSING	GLASS, PAPER, PKG & ALLIED	METALS & METAL	PETROLEUM & ALLIED PRDCTS	SCIENT INSTRU & MEDICAL
BACHELOR NON-TECH	2000 1	2018 3	1595 5	1917 2	1830 8	1744 4	1916 3	2085 5	1952 4
BACHELOR TECHNICAL	2211 17	2515 24 1988 2150	2466 31 1989 2350	2455 37 1800 2200	1977 4	2379 14	2350 6	2521 22 1708 2308	2487 2

April 1988 SCPA CUMULATIVE REPORT

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

AVERAGE MONTHLY SALARY OFFERS
BY TECH - NON-TECH & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

CURRICULUM	TEXTILES	TIRE & RUBBER	EDUCATION	HEALTH SERVICES	NON-PROFIT ORGANIZATIONS	FEDERAL GOV'T	LOCAL/STATE GOVERNMENT
BACHELOR NON-TECH	2062 11			1785 5	1683 5	1448 8	1527 8
BACHELOR TECHNICAL	2325 15			1993 8		1919 54 2550 1606	1751 15

April 1988 SCPA CUMULATIVE REPORT

Sample Block: Average: 2025 706 # of Offers

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES April 1988 SCPA REGIONAL CUMULATIVE REPORT 90th: 2208

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88 10th: 1833 PART 1 - PAGE 1

CURRICULUM	PUBLIC ACCOUNTING	ADVERTISING	BANKING	COMPUTER/DATA PROCESSING	CONSULTING SERVICES	FINANCE	HOTELS/MOTELS (HOSPITALITY)	INSURANCE	MERCHANDISING
MBA--NON-TECH	2577 17		2653 15	2600 1	3042 1				
MBA--TECH	2559 4		2451 6	2875 4					

April 1988 SCPA CUMULATIVE REPORT

Sample Block: Average: 2025 706 # of Offers
90th: 2208
10th: 1833

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES
BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

CURRICULUM	PUBLISHING	RESEARCH & DEVELOPMENT	RESTAURANTS	TRANSPORTATION SERVICES	UTILITIES	OTHER BUSINESS SVCS	AEROSPACE	AGRI, FORESTRY & FISHING	AUTO & MECH'L EQUIPMENT
MBA--NON-TECH						1500 1		2677 1	
MBA--TECH									

April 1988 SCPA CUMULATIVE REPORT

Sample Block: Average: 2025 706 # of Offers

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

90th: 2208
10th: 1833

CURRICULUM	BLDG MAT'L MFR	CHEMICALS, DRUGS & ALLIE	COMPUTERS & BUS. MACHINES	ELECTRICAL & ELECTRON. MAC	FOOD & BEVRG. PROCESSING	GLASS, PAPER, PKG & ALLIED	METALS & METAL	PETROLEUM & ALLIED PRDCTS	SCIENT INSTRU & MEDICAL
MBA--NON-TECH		2917 2		2750 2	2917 3	1667 1			
MBA--TECH		2758 2	3304 2			3146 2	2500 1		

April 1988 SCPA CUMULATIVE REPORT

Sample Block: Average: 2025 706 # of Offers

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES
BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER

April 1988 SCPA REGIONAL CUMULATIVE REPORT
CUMULATIVE PERIOD 9/1/87 THROUGH 4/4/88

90th: 2208
10th: 1833

CURRICULUM	TEXTILES	TIRE & RUBBER	EDUCATION	HEALTH SERVICES	NON-PROFIT ORGANIZATIONS	FEDERAL GOV'T	LOCAL/STATE GOVERNMENT
MBA--NON-TECH			2166 1				
MBA--TECH	2750 1						